

Message Text

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43

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 MC-02 COME-00 TRSE-00 OPIC-03

AID-05 PM-03 DODE-00 OMB-01 /028 W

----- 026380

R 281230Z MAR 75

FM AMEMBASSY BAMA KO

TO SECSTATE WASHDC 1130

C O N F I D E N T I A L BAMA KO 1217

E.O. 11652 GDS

TAGS: ML MILI

SUBJECT: MALI INTEREST IN POSSIBLE PURCHASE SEVERAL
CIVILIAN HELICOPTERS

REF: BAMA KO 3904

1. IN RESPONSE ADS REQUEST FROM ARIZONA HELICOPTER
MANUFACTURER (AVIATION SPECIALTIES INTERNATIONAL), EMBASSY
FORWARDED NOV 1974 NAME OF INTERESTED MALIAN PRIVATE FIRM
(REFTEL). EMBASSY SUBSEQUENTLY PASSED FIRM DESCRIPTIVE
MATERIAL ON S-55T TURBINE HELICOPTER FORWARDED BY ARIZONA
FIRM.

2. REPRESENTATIVE OF ABOVE MALIAN FIRM HAS ADVISED EMBASSY
THAT IT HAS DISCUSSED HELICOPTER PURCHASE WITH GOM MINISTER
DEFENSE DOUKARA. ACCORDING TO REPRESENTATIVE, DOUKARA HAS
INDICATED INTEREST IN POSSIBLE PURCHASE "SEVERAL" HELICOPTERS
FOR GENERAL TRANSPORT PERSONNEL AND FREIGHT IN REMOTE REGIONS
MALI. REPRESENTATIVE HAS REQUESTED FURTHER DETAILS, PRICES
S-55T AND OTHER U.S. HELICOPTERS FOR USE IN LOCAL SALES
PROMOTION WITH GOM.

3. EMBASSY IS PREPARED FORWARD TRADE OPPORTUNITY TO USDOC TO
SOLICIT INTEREST POTENTIAL U.S. SELLERS BUT REQUESTS DEPT
GUIDANCE FIRST IN VIEW POSSIBLE EFFECTS RELATED TO MALI-UPPER
VOLTA DISPUTE. BELIEVE FACT DOUKARA INVOLVED LARGELY REFLECTS
FACT LOCAL AGENT HAS GOOD ACCESS TO HIM, IT WAS DOUKARA THAT
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AGENT APPROACHED, AND HE IS OBVIOUSLY IN EXCELLENT POSITION

INFLUENCE ANY GOM DECISION REGARDING PURCHASE. DOUKARA HAS NEVER MENTIONED HELICOPTER INTEREST TO EMBASSY. THIS TRADE OPPORTUNITY IS ONLY AT EARLIEST EXPLORATORY STAGE AND MAY NOT PROCEED MUCH FURTHER ONCE FULL DETAILS AND PRICES ANY TOTAL SALES PACKAGE (INCLUDING SERVICING AND TRAINING) AVAILABLE. IN ADDITION, EVEN IF GOM DECIDED MAKE PURCHASE, EVENTUAL ARRIVAL HELICOPTERS WOULD BE SOME MONTHS OFF. WHILE EMBASSY ANXIOUS NOT PASS UP IMPORTANT SALES OPPORTUNITY, HOWEVER VAGUE AT THIS STAGE, DO NOT WISH ROLL BALL FURTHER IF EXPORT CLEARANCE UNLIKELY BE FORTHCOMING.
MCGUIRE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROCUREMENT, HELICOPTERS
Control Number: n/a
Copy: SINGLE
Draft Date: 28 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BAMAKO01217
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750109-0695
From: BAMAKO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975037/aaaaagbi.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 BAMAKO 3904
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 27 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 AUG 2003 by MartinML>; APPROVED <15 DEC 2003 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MALI INTEREST IN POSSIBLE PURCHASE SEVERAL CIVILIAN HELICOPTERS
TAGS: MASS, ETRD, ML, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006